

## MATCHING FUNDS SUPPORT HIGH TECH DEVELOPMENT AT A FASTER RATE

**ABOUT NALU SCIENTIFIC, LLC.** Nalu Scientific specializes in advanced mixed signal integrated circuits with applications in particle tracking and time-of-flight measurements. Isar Mostafanezhad, University of Hawaii doctoral graduate, had an idea for an advanced technology solution that would benefit both scientists and engineers in their research. He founded Nalu Scientific in 2015 with a focus on advanced electronics, including sensors with applications in fast timing measurements, smart controls, RF and wave propagation, and digital and analog design. Based in Honolulu, Hawaii, with a staff of close to 10, Nalu Scientific has extensive working relationships with several US national labs, as well as international collaborations, including with the High Energy Accelerator Research Organization (KEK) in Japan. Nalu Scientific considers Hawaii a strategic location due to co-location with a world class research university, and proximity to both its Asia and US customers.

**THE CHALLENGE.** In 2015, Mostafanezhad attended a High Technology Development Corporation (HTDC) presentation regarding the different paths to funding that are available for technology startups. Based on this presentation, Mostafanezhad decided to pursue funding for Nalu Scientific through the Small Business Innovation Research (SBIR) program. SBIR funding is extremely competitive and it is imperative to stand out among the competition in the early stages of product development. With this knowledge, Mostafanezhad, began to pursue SBIR Phase I awards.

**MEP CENTER'S ROLE.** Innovate Hawaii, part of the MEP National Network™, administers HTDC's grant programs and provides matching funds. Together, HTDC and Innovate Hawaii are helping to establish a high-tech ecosystem in Hawaii. Nalu Scientific was successful in obtaining funding through three Phase I and one Phase II SBIR awards from the US Department of Energy, and the company received HSBIR (Hawaii SBIR) matching funds to help fill the funding gap between the Phase I and Phase II awards. This additional state funding provided Nalu Scientific with the ability to deliver results beyond expected Phase I objectives and further prove and develop their technology concepts.

The funding will support the development of next generation System-on-Chip based front end electronics for particle tracking applications. Nalu Scientific added six positions in preparation for moving their concept to SBIR Phase II, and anticipates adding four more in the next year. At \$85k-\$120k/year, the positions are well paid to attract employees with advanced skills and keep high-tech talent in Hawaii. The matching funds are helping Nalu Scientific develop the company and their technology at a quicker pace.

**"Cost of doing business in Hawaii is higher than it is in most other places in the United States, so the additional funding assistance provided by HTDC/Innovate Hawaii is key to helping businesses grow, hire from the local high-tech talent pool, and stay in the state. The technology industry is essential to propelling Hawaii forward."**

-Isar Mostafanezhad, Ph.D., Founder/Principal

## RESULTS



Added **6** jobs, with plans to add 4 more



Obtained matching funds to support pursuit of SBIR Phase II award



Developing new technology at a faster rate with funding support

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